

# CITY OF CAPE CORAL REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Public Works – Fleet Services

Vendor Name: Tampa Truck Center DBA: Southport Truck Group

Address: 16110 Lee Road, Ft. Myers, FL 33912 Phone: 239-210-9480

Price: \$ 30,000 (Approved 10/2023) + \$30,000 = \$60,000

Fund and Account: ISF FLEET 516-30511-534120 Outside Services

Description of item to be procured:

Repair, parts and maintenance of Freightliner branded trucks.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

They are the only authorized dealer for Freightliner trucks, engine parts and service in Lee county.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

There is no other vendor in the area that is authorized to complete the repairs needed on Freightliner trucks with OEM parts.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

Fleet Services will continue to research vendors who can repair and maintain Freightliner branded equipment within the City of Cape Coral area.

Fleet Manager's Signature: AJ FORBES Date: 04/10/2024

Public Works Deputy Director's Signature: Dennis S. Grant Date: 4/10/24

Approval: Procurement Manager Wendy Rapp (not to exceed \$50,000.00) Date: 4/11/24

Approval: City Manager Connie Brown (not to exceed \$100,000.00) Date: 4/16/24

Council authorization required if exceeding \$100,000.00



Daimler Trucks North America

January, 2024

To whom it may concern,

This letter is to confirm Tampa Truck Center LLC, DBA - Southport Truck Group is an authorized Freightliner, Western Star, Sterling, Cummins, and Detroit Diesel dealership in the Florida market. Tampa Truck Center is the exclusive Freightliner dealership for Parts, Service, and Sales for Freightliner and Western Star in the following counties:

Charlotte	DeSoto	Hardee	Hernando
Highlands	Hillsborough	Lee	Manatee
Pasco	Pinellas	Polk	Sarasota

Southport Truck Group Locations

**Tampa:** 7528 US HWY 301 N, Tampa, FL 33637

**Fort Myers:** 16110 Lee Road, Fort Myers, FL 33912

**Lakeland:** 1050 Kathleen Road, Lakeland, FL 33805

Please feel free to contact me directly at (803) 280-1208 if you require additional information.

Douglas Rogers  
Business Development Manager  
Daimler Trucks North America

Daimler Trucks North America LLC  
2477 Deerfield Drive





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January 1, 2024

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Thank you,

*Mike Salter*

Michael Salter  
Service General Manager  
Southport Truck Group





## **Tampa Truck Center and Fort Myers Freightliner Become Southport Truck Group**

### Re-branding Precedes Opening of New Dealership Facility

Tampa Truck Center and Fort Myers Freightliner, both wholly owned by Tampa Truck Center LLC, have united under a common brand name-Southport Truck Group. This re-branding precedes the completion of new 26,000 square foot dealership facility at 16110 Lee Road in Fort Myers and is part of a broader growth strategy on the part of the executive team. Principal owner, Cary Addison puts it this way, "We almost did this 8 years ago when we acquired the Tampa location. We thought then, and know now, we don't want to be constrained by a geographic orientation in our name, and we want our associates and customers to know we're all on the same team."

The Fort Myers facility represents a significant commitment to the commercial truck & RV customers of Southwest Florida. It is the most modern commercial truck dealership in the area consisting of 17 service bays, two parts warehouses, sales offices, and ample parking for tractors, trailers, and RVs. The location is ideally suited with easy access from Interstate 75 via the Alico Road exit.

Mr. Addison explains, "Southport Truck Group will allow us to continue our growth strategy under a unified name. We are always looking for opportunities to expand and improve our ability to serve commercial truck and RV users."

In 2020, Southport Truck Group expanded into Lakeland with Southport Truck Parts. This facility is a Parts location with dedicated Service On-site technicians using the facility as a parts source for customers within the area. Our Lakeland facility is the smallest facility but located just south of I-4, allowing quick access on the Kathleen Road exit. This allows quick access to the Tampa store to optimize part availability for customers in the region.

### **About Southport Truck Group**

Southport Truck Group formerly Tampa Truck Center & Fort Myers Freightliner, is a full-service commercial truck dealership representing Daimler Trucks North America's Freightliner and Western Star brands as well as Mercedes Benz USA's Freightliner Sprinter commercial vans. In addition, Southport Truck Group is an authorized parts, service and warranty provider for Freightliner, Western Star, Sprinter, Detroit, Freightliner Custom Chassis, and Cummins.

Visit [southporttruck.com](http://southporttruck.com) for more information.





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TO: Mark Mason, Director of Financial Services  
Wanda Roop, Procurement Manager

FROM: Damon Grant, Interim Public Works Director *DG*

DATE: April 10, 2024

SUBJECT: Tampa Truck Center dba: Southport Truck Group  
Sole Source for Freightliner Trucks, Purchase Order Change Order #2

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### **Background**

Southport Truck Group is the sole source authorized dealer for Freightliner and Western Star trucks in Lee County. Their services include mechanical repairs, parts, and bodywork.

### **Recommendation**

Fleet Services would like to increase purchase order #24501024 from \$30,000 to \$60,000 with Southport Truck Group. To date, over \$29,000 has been spent on maintenance and repairs of these trucks. These funds would be for repairs and maintenance of Freightliner branded trucks through fiscal year 2024.

### **Funding Availability**

Funding is available through Fleet's Internal Service Fund-Fleet Operations account 516-30511-534120 (Outside Services). These costs are then billed to the department that owns the asset.

DG/va

### **Attachments:**

Southport Truck Group Sole Source Form FY24  
Southport Sole Source Letter FY24

c: AJ Forbes, Fleet Manager *AJF*  
Milagros Rosario, Senior Buyer